#### BUSINESS

#### Annual book by Nader-founded group gives vehicle ratings

## Safety

Continued from page B7

guide was killed by the Reagan administration, Gillis began working with the Center for Auto Safety and publishing it privately.

The book also lists the vehicles based on the number of consumer complaints filed with the federal government and the number of vehicles sold. The vehicles with the fewest complaints per models sold were the Ford F-Series pickup truck, BMW 3 Series and BMW 5 Series. The vehicles with the most complaints were the Mazda MPV minivan, Kia Sportage SUV and Ford Excursion SUV.

While the Ford F-Series is the only recommended standard-sized pickup truck, the two BMW models are not rated. That is because there were no government crash tests done on either car. Gillis said the crash test is so important in determining whether a car is safe that the book does not rate any vehicle that hasn't been tested.

The federal government has increased the number of cars it crashes to see how well they hold up in accidents.

On the Net:

www.autosafety.org

A list of all recommended vehicles is available at http://wire.ap.org Center for Auto Safety:

Adtran Inc         27.40         +.02         ITC DeltaCom Inc         .58           Alabama Natl Bncp         33.15         +.15         Intergraph Corp         14.43           Alfa Corp         23.04         +.22         Protective Life Corp         28.64           Atrion Corp         38.03        12         Regions Fincl Corp         31.47           Avocent Corp.         25.24         +.01         Russell Corp         15.80           Banc Corp         6.75        07         Saks Inc         10.20           Books A Million Inc         3.41         +.02         Southern Co         24.84           Colonial Bankgroup         14.50        18         Southtrust Corp         24.68           Colonial Prop Trust         32.29         +.01         Torchmark Corp         37.63           Compass Bancshares         29.25        47         Verilink Corp         .69		AL	ABAMA-BAS	ED COMPANIES		
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Golden Enterprises Healthsouth Corp	3.75 11.70	unch 32	Wolverine Tube Inc	11.65	+.01	
	COMP	NIES WITH	AREA OPERATIONS			
	Price	Change		Price	Change	
AMR Corporation	26.19	+.82	Lockheed Martin	51.00	+1.00	
Alamo Group Inc	14.15	+.02	Magnatek Inc	11.00	09	
Allegheny Tech	16.33	+.42	Motorola Inc	13.53	+.03	
Bancorp South	18.05	+.08	Nokia	23.45	+.33	
BellSouth Corp	39.00	+.66	Northrop Grumman	108.37	+3.56	
Benchmark Electronic	24.11	+.33	PPG Industries	47.48		
Boeing Co	40.90	+.42	Parker Hannifin		62	
Burlington Coat Fact	16.14	+.19		48.41	+.73	
CBL & Assoc. Prop.	32.99	+.24	Quixote Corp	18.58	+.38	
CVS Corp	27.88	15	Raytheon Co B	35.17	10	
Cacia International	36.60	+1.07	Red Hat Inc	8.50	06	
Compaq Computer	11.88	07	Rockwell Intl	19.34	+.47	
Computer Sciences Cp	43.76	44	Sanmina Corp	14.54	90	
Cummins Engine Co	37.21	+.43	Scientific Atlanta	26.00	+.88	
DaimlerChrysler	41.82	+.72	Stein Mart Inc	8.95	02	
Dana Corp	14.44	+.51	SunGard Data Systems	28.92	23	
Danaher Corp	62.98	+.98	Synovus Fincl. Corp	28.54	+.08	
Delphi Auto Systems	14.00	+.06	TRW Inc	40.00	+1.03	
Delta Airlines	32.32	+.32	Target	43.10	+.86	
Engelhard Corp	26.54	42	Teledyne Tech	14.95	15	
FDX Corp	53.65	+.51	3Dlabs	3.52		
Gencorp	11.89	+.03			+.42	
GenDyn	85.91	+1.91	Toyota	54.99	+.48	
Grainger, W.W.	53.43	+.12	Triad Hospitals Inc	32.78	31	
Harsco Corp	34.52	+.51	Union Planters	45.75	01	
Honeywell Intl	32.05	65	Unisys Corp	12.57	+.07	
Hovnanian Entprses	21.48	+.74	United Tech Corp	67.72	+1.32	
Hughes Supply	30.58	+.23	GTE Corp	48.16	+.33	
Humana Inc	13.00	+.09				
		PARTION	MADWETC			

exico	6,872.44	+41.01	+.60	Toronto	
			COBBBB	ODITIEC	

Change

-5.50

+.05

+.59

-.05

Last

5,159.02

10,767.46

FT-SE 100 (Brit.) 5,223.60

				COMM	ONLLES				
			M	onday's c	losing prices		1.8.2		
	- 1	UTURES			FOREIG	N CURRE	NCIES		
	Exch	Contract	Settle	Chg		Exch	Contract	Settle	Ch
Corn	CBOT	Mar 02	2071/2	-11/2	Japanese Y	en CM	E Mar 02	.7514	+.0051
Corn	CBOT	May 02	2141/2	-11/2	Japanese Y	en CM	E Jun 02	.7549	+.0052
Corn	CBOT	Jul 02	221	-11/2	Mexican Pe				00024
Corn	CBOT	Sep 02	227	-1	Mexican Pe				00025
Wheat	CBOT	Mar 02	2911/4	-73/4	- Swiss Franc	THE RESERVE OF THE PARTY OF THE		Saltin Medical	0011
	(0.000000000000000000000000000000000000	6			_ Swiss France			.5861	0011
Wheat	CBOT	May 02	2943/4	-63/4	_ British Pour	nd CM	E Mar 02	1.4038	0006
Wheat	CBOT	Jul 02	2951/2	-7	British Pour	nd CM	E Jun 02	1.3954	0006
Wheat	CBOT	Sep 02	2981/2	-7	Euro	CM	E Mar 02	.8595	0035
Soybeans	CBOT	Mar 02	431	+1/4	Euro	CM	E Jun 02	.8563	0035
Soybeans	CBOT	May 02	4351/2						
Soybeans	CBOT	Jul 02	4391/2	+1/4			GN EXCH		
Soybeans	CBOT	Aug 02	439		U.S.	dollar's	value in fore Wednes		ency Thursday
Cotton	NYBT	Mar 02	36.21	47	Argent	Peso	1.825		1.8000
Cotton	NYBT	May 02	37.74	52	Australia	Dollar	1.937	6	1.9367
Cotton	NYBT	Jul 02	39.15	53	Brazil	Real	2.407	0	2.4240
Cotton	NYBT	Oct 02	41.20	45	Britain	Pound	.7098		.7100
Cattle	CME	Feb 02	72.67	+.25	Canada	Dollar	1.611	5	1.6063

Soybeans	CBOT	Mar 02	431	+1/4	Eulo	CIVIE	Juli 02	.0003003
Soybeans	CBOT	May 02	4351/2					
Soybeans	CBOT	Jul 02	4391/2	+1/4			N EXCHAN	
Soybeans	CBOT	Aug 02	439		U.S.	dollar's va	lue in foreign Wednesda	
Cotton	NYBT	Mar 02	36.21	47	Argent	Peso	1.8250	1.8000
Cotton	NYBT	May 02	37.74	52	Australia	Dollar	1.9376	1.9367
Cotton	NYBT	Jul 02	39.15	53	Brazil	Real	2.4070	2.4240
Cotton	NYBT	Oct 02	41.20	45	Britain	Pound	.7098	.7100
Cattle	CME	Feb 02	72.67	+.25	Canada	Dollar	1.6115	1.6063
Cattle	CME	Apr 02	74.95	+.18	Chile	Peso	669.15	678.85
Cattle	CME	Jun 02	70.40	22	China	Yuan	8.2767	8.2765
Cattle	CME	Aug 02	70.37	10	Egypt	Pound	4.5900	4.6125
Feeder Cattle	CME	Mar 02	83.70	10	Euro	Euro	1.1558	1.1609
Feeder Cattle	CME	Apr 02	83.90	+.08	Hong Kong	Dollar	7.7993	7.7992
Feeder Cattle	CME	May 02	83.77	05	Israel	Shekel	4.5950	4.5970
Feeder Cattle	CME	Aug 02	85.07		Japan	Yen	134.27	133.46
Pork Bellies	CME	Feb 02	74.72	-1.98	Mexico	Peso	9.1446	9.1540
Pork Bellies	CME	Mar 02	75.10	-1.75	- Russia	Ruble	30.6170	30.6170
Pork Bellies	CME				— Saudi Arab	Riyal	3.7501	3.7499
		May 02	76.65	-1.60	_ So. Africa	Rand	11.3750	11.3870
Pork Bellies	CME	Jul 02	77.00	-1.10	So. Korea	Won	1325.50	1322.60
Coffee	NYBT	Mar 02	45.05	85	SwitzerInd	Franc	1.7044	1.7063
Coffee	NYBT	May 02	47.75	75				
Coffee	NYBT	Jul 02	50.25	65		TDE	ACHIDIES	

2	47.75	/5					
	50.25	65		TRE/	ASURIE	S	
2	52.25	60		Exch	Contra	ct Settle	Chg
2	20.05	+.06	2-Yr Treasury	CBOT	Mar 02	104-207	+005
2	20.34	+.11	5-Yr Treasury	CBOT	Mar 02	105-28	+015
2	20.48	+.12	5-Yr Treasury	CBOT	Jun 02	104-29	+ 02
2	20.56	+.10	10-yr treasury	CBOT	Mar 02	105-155	+01
2	7.18	+.05	10-yr treasury	CBOT	Jun 02	104-05	
2	6.50	+.03	US T-Bills	CME	Mar 02	98.22	01
	6.02	+.04	- US T-Bonds	CBOT	Mar 02	102-09	+ 05
2	6.03	+.03	US T-Bonds	СВОТ	Jun 02		+ 05
S	META	LS	US T-Bonds	CBOT		100-02	+ 05
(	Gold	279.10	AND THE RESERVE		in reference in this are		

CBOT = Chicago Board of Trade. CEC = Composite New York Exchanges. CME= Chicago Mercantile Exchange. COMX = New York Commodities Exchange. NYMX= New York Mercantile Exchange.

NYBT Sep 02 52.25 -.60

Lt Sweet Crude NYMX Mar 02 20.05 +.06

Lt Sweet Crude NYMX Apr 02 20.34 +.11 Lt Sweet Crude NYMX May 02 20.48 +.12

Lt Sweet Crude NYMX Jun 02 20.56 +.10

Sugar-World 11 NYBT Mar 02 7.18 +.05

Sugar-World 11 NYBT May 02 6.50 +.03

Sugar-World 11 NYBT Oct 02 6.03 +.03

SPOT PRECIOUS METALS

Sugar-World 11 NYBT Jul 02

4.290

# Consumer confidence rises, beating January expectations

Conference Board chief says worst of economic downturn may be over

By LISI de BOURBON The Associated Press

NEW YORK - Consumer confidence improved for the second consecutive month in January, lifted by increased optimism about jobs and the econ-

The New York-based Conference Board said today that its Consumer Confidence Index rose to 97.3 this month from a revised 94.6 in December. Analysts were expecting a reading

The industry group's index, based on a monthly survey of some 5,000 U.S. households, is closely watched because consumer confidence drives consumer spending, which accounts for about two-thirds of the nation's economic activity.

"While the economy has not turned around yet, the worst may well be over," said Lynn Franco, director of the Conference Board's Consumer Research Center.

Franco said the upturn in confidence was driven by the feeling that the business outlook and job prospects are going to

The index compares results to its base year, 1985, when it stood at 100. The November figure was the lowest since February 1994, when it reached

Earlier today, the Commerce Department reported that or-ders to U.S. factories for costly goods rose a bigger-than-expected 2 percent in December, suggesting the nation's battered manufacturing sector is beginning to emerge from a 17month slump.

Both reports suggested that better days lie ahead for the economy, which officially slipped into recession in March.

To keep the economy afloat, the Federal Reserve cut interest rates 11 times last year, helping to push the prime lending rate, a benchmark for many consumer and business loans, to its lowest level since November 1965.

Fed Chairman Alan Greenspan told Congress last week that he sees signs of a recovery,

prompting many analysts to predict that Fed policy-makers will leave interest rates unchanged after a two-day meeting that begins today.

The Conference Board said consumers' assessment of the current economic climate was mixed. Consumers rating business conditions as good increased to 18.4 percent from 17.3 percent in December, but those who felt conditions were bad rose to 22.4 percent from 21.7 percent.

Nonetheless, Americans are still feeling optimistic about their economic prospects for the next six months. The percentage of consumers who expect business conditions to improve climbed to 25 percent from 22.2 percent in December, the report said.

Consumers' outlook about jobs also improved, with 18.8 percent expecting more jobs to open up in the next six months, compared to 18.5 in December. Those expecting fewer jobs dipped to 18.2 percent from 19.3 percent.

The Conference Board is a nonprofit research and business

### Weyerhaeuser, Willamette sign pact to merge

The Associated Press

FEDERAL WAY, Wash. — Timber giant Weyerhaeuser Co. has signed a definitive agreement to buy Willamette Industries Inc. for \$6.1 billion.

In a statement released late Monday night, Weyerhaeuser said it would pay \$55.50 a share for Willamette and assume \$1.7 billion in debt.

In trading Monday on the New York Stock Exchange, shares of Willamette were up 4 cents to \$55.20, and Weyerhaeuser was up \$2.76 to \$59.56.

The two companies agreed last week to merge. The deal was resisted for years by the Willamette board of directors, led by Chairman William Swindells Jr., grandson of a company co-founder.

Weyerhaeuser's chairman, Steven Rogel, was a former Willamette employee whom Swindells had groomed to take over as chief executive officer in 1995. But Rogel left in 1997 to become Weyerhaeuser's chairman. Rogel immediately offered to buy his old company after taking control of Weyerhaeuser, but Swindells and the Willamette board kept rejecting his over-

### UAB ad exhibit harkens back to days when 'More Doctors Smoked Camels'

### **Stained**

Continued from page B7

cited side-by-side 1940s sales pitches claiming that Camels stimulate digestion and make meals taste better while Lucky Strikes help smokers lose weight. He called today's current cigarette advertising even worse. "One ad currently running

claims their cigarette is noncarcinogenic. That's 100 percent deceptive," Blum said. "The deception hasn't stopped.'

Today, Blum said, advertisers are pushing low-tar cigarettes and 95 percent of people who smoke today are buying low

"The fact is, (low tar cigarettes) have no benefit whatsoever over the old nonfiltered camels. In many ways they're

Jan. 28, 2002

**Dow Jones** 

industrials

+25.67

9,865.75

+0.26

Record high: 11,722.98

Jan. 14, 2000

9,894.53

Pct. change from previous

9,798.56

Change Percent

-1.22

+.32

+76.71

-160.38

+10.80

Last

13.001.88

3,382.70

7,643.73

Nikkei 225 Index 10,220.85

SaoPaulo

Sydney

worse," he said, because people smoke more of them to get the nicotine they crave. "So to advertise low tar is just as deceptive as what we saw in the 40s. It's pure hokum, pure consumer fraud."

In defense of the advertising industry, both now and then, David Driscoll with Huntsville's Durham Advertising said the mass media gave advertisers plenty of help back in the '30s

"Nobody knew back then that cigarettes were bad for you, or they didn't want to believe it. Back then, it was cool to smoke," Driscoll said. "Even Ricky and Lucy and Andy Griffith on Mayberry smoked."

Driscoll said after the surgeon general's report linking smoking to cancer in the 1960s, advertisers had to step up their campaigns.

12,000

- 11,000

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9.000

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7,000

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AAL Mutual:

DAILY DOW JONES

**HOW TO READ THE MARKET IN REVIEW** 

Here are the 525 most active stocks on the New York Stock Exchange, the 400 most active on the Nasdaq National Markets and 100 most active on American Stock Exchange. Mutual funds are 1,115 largest. Stocks

in bold changed 5 percent or more in price. Underlined stocks are the most active. \*Stocks of local interes

Stock Pootnotes: co – PE greater than 99. dd – Loss in last 12 mos. d – New 52wk low during trading day. g – Dividend in Canadian \$. Stock price in U.S.\$. n – New
lissue in past 52 wks. q – Closed-end mutual fund; no PE calculated. s – Spirt or stock
dividend of 25 pct or more in last 52 wks. Div begins with date of spirt or stock
dividend of 25 pct or more an annual disbursements based on last declaration. pf – Preferred. pp – Holder owes
installment(s) of purchase price, rt – Rights, un – Units, wd – When distributed, wi – When issued. wt – Warrants, ww
— With warrants. xw – Without warrants.

— With warrants, xw — Without warrants.

Dividend Footnotes: a — Also extra or extras. b — Annual rate plus stock dividend. c — Liquidating dividend. e — Declared or paid in preceding 12 mos. f — Annual rate, increased on last declaration. i — Declared or paid after stock dividend or split. j — Paid this year, dividend omitted, deferred or no action taken at last meeting. k — Declared or paid this year, accumulative issue with dividends in arrears. m — Annual rate, reduced on last declaration. p — Init div, annual rate unknown. r — Declared or paid in preceding 12 mos plus stock dividend. t — Paid in stock in last 12 mos, estimated cash value on ex-dividend or distribution date. x — Ex-dividend or ex-fights, y — Ex-dividend and sales in full. z — Sales in full. y — In bankruptcy or receivership or being reorganized under the Bankruptcy Act, or securities assumed by such companies.

\* Most active stocks above must be worth \$1 and gainers/losers \$2.

Mutual Fund Footnotes: e — Ex-capital gains distribution. f — Previous day's quote. n - No-load fund. p — Fund assets used to pay distribution costs. r — Redemption fee or contingent deferred sales load may apply. s — Stock dividend or split. t — Both p and r. x — Ex-cash dividend.

Source: The Associated Press. Sales figures are unofficial.

Name: Stocks are listed alphabetically by the company's full name (not

its abbreviation). Company names made up of initials appear at the beginning of each letters' list.

Div: Current annual dividend rate paid on stock, based on latest quarterly or semiannual declaration, unless otherwise footnoted.

Last: Price stock was trading at when exchange closed for the day.

Chg: Loss or gain for the day. No change indicated by ... mark.

ell: Net asset value, or price at which fund could be sold.

Fund Name: Name of mutual fund and family.

Chg: Daily net change in the NAV.

"The electronic media started selling it with sex, like the Marlboro man. Then they came out with the skinny little cigarette to get the women, then they started going after the teens," he said. "Basically, smokers are in a state of denial and anytime they see a positive message with cigarettes it's an excuse for them to say 'Hey, it's OK to smoke.'

So, does the advertising industry have a responsibility to not take tobacco clients? Driscoll said an ad agency's basic job is to take a product's message and try to reach the market.

"If a tobacco company walked in and handed you a \$30 million account, it would be hard to turn it down," said Driscoll, whose agency isn't currently doing tobacco ads. "But you could say we need to address the fact it can cause cancer and

death. Enjoy Brand X, but be responsible when you smoke. That's a good compromise. It's free enterprise and free speech. If one turns it down somebody else will pick it up. You don't shoot the messenger."

Blum, however, has another suggestion. "If they've got to push cigarettes, let them walk around with a sandwich board. No magazine or newspaper. . . . .

Blum has other collections featuring Santa Claus and smoking ads, women and smoking, and sports figures and smoking. For questions or comments or to see Blum's collection, call him in Tuscaloosa at 205-348-2887. For information about the Birmingham exhibit call 205-934-8934.

## Conference brings together small business, government and corporations

Continued from page B7

search, require a business to form a partnership with a university, Ila said.

The conference is designed to give entrepreneurs a chance to meet representatives from the military, NASA, National Science Foundation and other agencies as well as such companies as Teledyne Brown Engineering, Boeing and Raytheon.

Sessions covered in the conference include how to incorporate a business, patent law, finding money for research and how to partner with the public and private sector.

Entrepreneurs also can learn

how they can get support through BizTech, Huntsville's high-tech business incubator. Startup firms that are accepted into the incubator get advice and mentoring from local business people who have experienced the ups and downs of running a new company.

This can help lessen the stress involved in launching a new firm, said Joanne Randolph, executive director of Biz-Tech.

"There are a lot of successful entrepreneurs in this community who are willing to give back," she said. "Sometimes (entrepreneurs) are so busy working in the business that they have no time to step back and work on the business.

# Linda M. Dinerman, M.D.



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